



Sales Executive

This is who we are

Parcelly is a Series-A funded scale up with large blue-chip accounts in the UK and the US. We are expanding in Europe and Asia-Pacific – and we need your help. Our product is a powerful solution which allows bricks and mortar businesses to activate any redundant space as storage space for a variety of ecommerce and logistics needs.

Location

Parcelly Office Frankfurt

Responsibilities

The candidate for this position will excel at creating and closing new opportunities. By using a consultative approach to selling, this person will use their expertise to identify and qualify leads, leading to sales opportunities with both new and existing customers.

- Meet and exceed sales targets
- Successfully create business from new and existing customer accounts
- Manage complex negotiations with senior-level executives
- Build rapport and establish long term relationships with customers
- At the end of the first year you will have onboarded at least 4 new, profitable B2B accounts to our platform

Qualifications

- 3-5 years' quota carrying B2B sales experience
- Experience and working knowledge of CRM systems
- Demonstrable track record of over-achieving quota
- Strong written and verbal communication skills

Compensation

The job comes with a starting salary at or above market, subject to track record, with the potential to earn and grow an equity stake and numerous other perks

Process

1. Please submit your pdf resume (CV)
2. First 30-minute video interview with the team if profile suitable
3. Take our online test ~45 minutes



4. Then 1 x 60-min video interviews with team
5. 2x references